

Message Text

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43

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 RSC-01 /019 W
----- 023067

R 232052Z DEC 74
FM AMEMBASSY QUITO
TO SECSTATE WASHDC 3772
INFO AMEMBASSY BOGOTA
AMCONSUL GUAYAQUIL

UNCLAS QUITO 8723

FOR COMMERCE

E.O. 11652: N/A
TAGS: BEXP, EC
SUBJECT: MISSISSIPPI AGRI-FAIR '75

REF: GUAYAQUIL 1431; QUITO 7734; STATE 257238

1. COMMERCE PLEASE PASS INFORMATION IN PARA 2 AND 3 BELOW
TO MR. WILLIAM DUKE, MARKETING COUNCIL, AGRI-FAIR '75,
JACKSON, MISSISSIPPI:

2. FOLLOWING IS FINAL LIST OF INTENDING ECUADOREAN VISITORS
TO AGRI-FAIR, CONSISTING OF TWELVE (12) END-USERS OR REP-
RESENTATIVES OF ELEVEN (11) PRIVATE FIRMS AND FOUR (4) OF-
FICIALS OF TWO (2) GOVERNMENT AGENCIES.

A) IMAGROSA - IMPLEMENTOS Y MAQUINARIA AGRICOLA S.A.
P.O. BOX 8386, GUAYAQUIL

CABLE: IMAGROSA-GUAYAQUIL
MANAGER: ING. AGRONOMO ADOLFO RODRIGUEZ M.
IMPORTER AND RETAILER OF FARM SPRAYERS AND DUSTERS
AND AGRICULTURAL CHEMICALS.
WTDR AVAILABLE.

B) AGROCENTRO CIA. LTDA.
P.O. BOX 5735, GUAYAQUIL
CABLE: AGROCENTRO, GUAYAQUIL
MANAGER: MR. EDGAR DUENAS
IMPORTER, RETAILER AND WHOLESALE OF VETERINARY
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PRODUCTS, AGRICULTURAL CHEMICAL PRODUCTS, FUMIGATING

PUMPS, FEED SUPPLEMENTS, VITAMIN & FERTILIZERS.

WTDR IN PREPARATION.

C) ALMACEN COMAI CIA. LTDA.

P.O. BOX 4848, GUAYAQUIL

CABLE: COMAI GUAYAQUIL

MANAGER: HUMBERTO MATA S.

IMPORTER AND RETAILER OF PARTS AND ACCESSORIES FOR
FARM AND CONSTRUCTION MACHINERY AND FOR STATIONARY
DIESEL ENGINES.

WTDR AVAILABLE.

D) CABELLOS & NUQUES REPRESENTACIONES Y AGENCIAS CIA. LTDA.

P.O. BOX 6848, GUAYAQUIL

CABLE: CABINUQ GUAYAQUIL

PRESIDENT: MIGUEL CABELLO R.

IDENT AGENT FOR IRRIGATION SYSTEMS (SPRINKLING), RICE
MILL EQUIPMENT, AND EXCLUSIVE DISTRIBUTOR FOR DELMHOSRT
INSTRUMENT CO.

WTDR IN PREPARATION.

E) AUTO REPUESTOS SALMACO S.A.

P.O. BOX 4467, GUAYAQUIL

CABLE: SALMACO GUAYAQUIL

PRESIDENT: JOSE SALAZAR S.

IMPORTER, AGENT, DISTRIBUTOR OF FARM MACHINERY,
AUTOMOTIVE SPARE PARTS AND WINDSHIELDS.

WTDR AVAILABLE.

F) ORGANIZACION COMERCIAL VALLEJO ARAUJO S.A.

P.O. BOX 717, GUAYAQUIL

CABLE: VALLARJO GUAYAQUIL

GUAYAQUIL GENERAL MANAGER: CARLOS TRUJILLO C.

QUITO MANAGER: GUSTAVO PEREZ INTRIAGO

(NOTE: BOTH MANAGERS WILL ATTEND)

IMPORTER, AGENT FOR FARM MACHINERY, FREIGHT TRUCKS,
AUTOMOBILES (OPEL), AND GENERAL INDUSTRIAL MACHINERY.

WTDR AVAILABLE

G) AGRICOLAS PLANTACIONES TROPICALES S. EN P.R.

P.O. BOX 4143, GUAYAQUIL

CABLE: COLOR GUAYAQUIL

PRESIDENT: JOAQUIN TAMARIZ M.

RICE, COTTON, PEANUT, AND BANANA FARMS. EXPORTATION
OF ALL THESE PRODUCTS. IMPORTER OF FARM MACHINERY FOR
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ITS OWN USE.

WTDR AVAILABLE.

H) AZTRA (78 PERCENT OWNED BY THE GOVERNMENT) -

AZUCARERA TROPICAL AMERICANA S.A

P.O. BOX 5895, GUAYAQUIL

CABLE: AZTRA GUAYAQUIL

GENERAL MANAGER: EMILIO PARODI C.

LARGE SUGARCANE MILL, IMPORTER OF FERTILIZERS,

AGRICULTURAL PESTICIDES, HEAVY DUTY TRANSPORT
MACHINERY AND SUGAR PLANT MACHINERY AND PARTS.
EXPORTER OF MOLASSES, REFINED CANE SUGAR. BIG
EXPANSION PLANS FOR NEXT FOUR YEARS. HAS TECHNICAL
ASSISTANCE CONTRACT WITH HAWAIIAN AGRONOMICS CO.
WTDR AVAILABLE.

I) JULIO ESPINOSA ZULDUMBIDE
SAN GREGORIO 130, QUITO
CABLE: ESPINOSAZALDUMBIDE, QUITO
TELEPHONE: 525-600
MANAGER: ING. JULIO ESPINOSA ZALDUMBIDE
IMPORTER OF AGRICULTURAL MACHINERY AND EQUIPMENT
WTDR AVAILABLE

J) NICOLAS DIAZ AND WIFE
MALECON 1703 Y 10 DE AGOSTO, GUAYAQUIL
TELEPHONE: 514-872
OWNER AND MANAGER OF MEDIUM-SIZED FARM, "RANCHO
BONANZA".

K) ING. MIGUEL VALDIVIEZO MENA AND WIFE
P.O. BOX 9071, GUAYAQUIL
TELEPHONE: 343-271
AGRONOMIST SEEKING REPRESENTATION FOR U.S. AGRICULTURAL
EQUIPMENT, FERTILIZERS AND INSECTICIDES.

L) MINISTERIO DE AGRICULTURA Y GANADERIA (MINISTRY OF
AGRICULTURE AND LIVESTOCK), GOVERNMENT OF ECUADOR
CALLE GUAYAQUIL 1740, QUITO
(TWO OFFICIALS, WHOSE NAMES WILL BE PROVIDED BY
MID-JANUARY)

M) IERAC, INSTITUTO ECUATORIANO DE REFORMA AGRARIA Y
COLONIZACION (ECUADOREAN INSTITUTE FOR AGRARIAN REFORM
AND COLONIZATION), GOVERNMENT OF ECUADOR
CARRION 1040, QUITO
CABLE: IERAC QUITO
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TELEPHONE: 234-601
ING. GUSTAVO CHAVEZ, DIRECTOR
ING. EDMUNDO ORTIZ, DEPUTY DIRECTOR

3. EMBASSY AND CONGEN GUAYQQUIL HAVE RECEIVED MORE MANI-
FESTATIONS OF INTEREST THAN ANTICIPATED FROM LIMITED PUBLICITY
AND PERSONAL APPROACHES TO LEADING LOCAL IMPORTERS. ALTHOUGH
WE POLITELY TURNED DOWN SEVERAL LAST-MINUTE REQUESTS ON BASIS
OF ALREADY OVER-SUBSCRIBED QUOTA, WE FOUND IT DIFFICULT AND
EVEN INADVISABLE TO REJECT INSISTENT REQUESTS FROM ECUADOREAN
GOVERNMENT OFFICIALS NOTED ABOVE, ESPECIALLY SINCE THESE
AGENCIES MAY BE EXPECTED TO EFFECT LARGE PURCHASES IN
NEAR FUTURE. POSTS REQUEST, THEREFORE, THAT ALL ABOVE
CANDIDATES BE ACCEPTED AS VISITORS TO AGRI-FAIR WITH
ALL AMENITIES AND ASSISTANCE OFFERED, KEEPING IN MIND

THAT, AS IS USUALLY THE CASE REGARDING SUCH TRIPS,
ONE OR SEVERAL WILL DROP OUT BY FEBRUARY.

4. EMBASSY COMMENT: BEGIN FYI. IN VIEW OF AGRICULTURAL
EQUIPMENT TRADE MISSION COMING TO ECUADOR BARELY TWO
WEEKS AFTER AGRI-FAIR, POSTS WERE FACED WITH CONFLICT OF
INTEREST IN RECRUITING REPRESENTATIVES OF SOME OF ECUA-
FOR'S LEADING AGRICULTURAL MACHINERY IMPORTERS FOR AGRI-
FAIR. POSTS UNFORTUNATELY STILL DO NOT HAVE BENEFIT OF
KNOWING COMPOSITION OF TRADE MISSION AND THEREFORE COULD
NOT BE SELECTIVE IN CHOICE OF RIMS RECRUITED FOR AGRI-
FAIR. WITH RARE EXCEPTIONS, ECUADOREAN BUSINESSMEN
GOING TO AGRI-FAIR STATE THEY WILL BE BACK IN TIME FOR
ARRIVAL OF TRADE MISSION, BUT AFTER AGRI-FAIR THEIR
PURCHASING POWER MAY BE LIMITED. FINALLY, REQUEST THAT
COMMERCE CLARIFY AND CONFIRM TELEPHONIC STATEMENT MADE
TO EMBASSY BY DUKE THAT USG IS WILLING TO PAY FOR ONE
AMERICAN OR LOCAL EMPLOYEE FROM ECUADOR TO ATTEND AGRI-FAIR
WITH LOCAL BUYERS. ACCORDING TO DUKE, EMBASSY BOGOTA
HAS ALREADY RECEIVED THIS AUTHORIZATION.
BREWSTER

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Message Attributes

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Draft Date: 23 DEC 1974
Decaption Date: 01 JAN 1960
Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974QUITO08723
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740373-1141
From: QUITO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741214/aaaaamau.tel
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